

## Message Text

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PAGE 01 LAHORE 01208 291328Z

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ACTION COME-00

INFO OCT-01 NEA-10 ISO-00 EB-07 AID-05 /023 W

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R 290408#" 30 76

FM AMCONSUL LAHORE

TO SECSTATE WASHDC 1026

INFO AMEMBASSY ISLAMABAD

LIMITED OFFICIAL USE LAHORE 1208

E.O. 11652: N/A

TAGS: BEXP, PK

SUBJECT: PRODUCT OPPORTUNITY - WAPDA POWER CONTROL SYSTEM

REF: (A) STATE 213118; (B) STATE 234315

1. AS REQUESTED REF B, WE CONTACTED WAPDA POWER CONTROL DIRECTOR ASHAI ABOUT CSC PROPOSAL REQUEST AND PROJECT FUNDING. ASHAI INFORMED US THAT HE HAS NOT SENT PROPOSAL REQUEST TO EITHER CSC OR STAGG SYSTEMS, BUT HOPES THAT COMPETITION FOR JOB WILL BE RESTRICTED TO THE TWO U.S. COMPANIES. HE CLAIMED HE IS TRYING TO HANDLE PROPOSAL AS QUIETLY AS POSSIBLE TO KEEP EUROPEAN FIRMS OUT OF PICTURE. NATURALLY, HE IS ANXIOUS THAT THIS PREFERENCE ON HIS PART NOT BE MADE PUBLIC.

2. ASHAI WAS CAUTIOUS RE SOURCE OF FUNDING, BUT REITERATED THAT THERE WOULD BE NO PROBLEM WITH FOREIGN EXCHANGE. WE ARE UNAWARE OF ANY CONNECTION BETWEEN POSSIBLE FUNDING FOR POWER CONTROL SYSTEM AND RURAL ELECTRIFICATION PROJECT. WE DO NOT BELIEVE USAID HAS BEEN APPROACHED FOR ASSISTANCE.

3. GEORGE SIWOLOP, STAGG SYSTEMS SENIOR PROJECT MANAGER VISITED CONGEN SEPTEMBER 22 TO DISCUSS POWER CONTROL PROJECT CONSULTANCY. HE ESTIMATED CONSULTANCY PACKAGE WOULD BE ABOUT \$200,000 SPREAD OVER THREE YEARS, WITH INITIAL EQUIPMENT COST ABOUT \$8-10 MILLION TO SET UP FIVE OR SIX REGIONAL AND ONE NATIONAL CONTROL CENTER. HE SPENT TWO DAYS WITH ASHAI AND OTHER WAPDA OFFICIALS, BUT COULDN'T FIND OUT ANYTHING ABOUT

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PAGE 02 LAHORE 01208 291328Z

MONEY FOR PROJECT. HE FIGURES THAT WAPDA NEEDS FEASIBILITY STUDY BEFORE IT CAN BEGIN TO SHOP AROUND FOR OVERALL PROJECT FINANCING. HE SAID WAPDA EXPECTS TO MEET WITH A COMPUTER SCIENCES CORP. REPRESENTATIVE IN LAHORE SEPTEMBER 39.

4. SIWOLOP SAID WAPDA CHAIRMAN FAZLE RAZIQ'S U.S. TRIP HAS BEEN RESCHEDULED FOR NOVEMBER 6-16. STAGG SYSTEMS IS INTERESTED IN BIDDING FOR CONSULTANCY AND WANTS TO MEET CHAIRMAN IN NEW YORK. IF POSSIBLE, THEY WOULD ALSO LIKE HIM TO VISIT SOUTHERN SERVICES CONTROL CENTER IN BIRMINGHAM, ALABAMA, BONNEVILLE POWER ADMINISTRATION, AND DENVER, WHERE STAGG SYSTEMS COULD SHOW HIM SOME PROJECTS THEY HAVE BEEN ASSOCIATED WITH IN COLORADO AREA. WE TOLD SIWOLOP WE WOULD KEEP STAGG INFORMED AS CHAIRMAN'S SCHEDULE DEVELOPS.

5. INFORMATION REQUESTED PARA 3, REF A, WILL BE FORWARDED ASAP.  
GAMON

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NNN

\*\*\* Current Handling Restrictions \*\*\* n/a

\*\*\* Current Classification \*\*\* LIMITED OFFICIAL USE

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